## Course Schedule

**SECTION 1. (Day 1 Morning)**

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### Part 1. Steps for Applying the Sales Comparison Approach

- Overview of the Valuation Process that Affects the Sales Comparison Approach
- Relationship of the Sales Comparison Approach to Appraisal Principles
- Techniques for Estimating Adjustments
- Review Quiz
- MORNING BREAK

### Part 2. Units of Comparison

- Units of Comparison
- Statistical Analysis—Measures of Central Tendency
- Statistical Analysis—Measures of Dispersion
- Discussion Topics and Problem
- MORNING BREAK
- Review Quiz

### Part 3. Elements of Comparison

- Elements of Comparison
- Sequence of Adjustments
- Transactional Adjustments
- Property Adjustments
- LUNCH
### SECTION 2. (Day 1 Afternoon)

**Part 4. Data Collection and Comparable Selection**

- PRACTICE TEST—Section 1
- Types of Data
- Geographic Considerations
- Data Sources
- AFTERNOON BREAK
- Market Analysis Issues and the Sales Comparison Approach
- Highest and Best Use Analysis and the Sales Comparison Approach
- Review Quiz

**Part 5. Verification**

- Introduction
- Applications
- AFTERNOON BREAK
- Review Quiz

**Part 6. Data Selection—Industrial Property Case Study**

- Assignment of Case Study
- Group Work—Completing a Market Data Grid
- Review Market Data Grid
SECTION 3. (Day 2 Morning)

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- Review PRACTICE TEST
- Cost-Related Adjustments
- Capitalization of Rent Differences
- MORNING BREAK
- Review Quiz

#### Part 14. Supportive Quantitative Analysis Techniques
- Grouped Data Analysis
- Sensitivity Analysis
- Scenario Analysis
- Trend Analysis
- Review Quiz
- MORNING BREAK

#### Part 15. Practice Problems in Applying Quantitative Analysis Techniques
- Practice Problems
- LUNCH

### SECTION 6. (Day 3 Afternoon)

#### Part 16. Case Study—Apartment Property
- PRACTICE TEST—Section 5
- Introduction of Case Study
- AFTERNOON BREAK
- Group Work on Case Study
- AFTERNOON BREAK
- Group Work on Case Study
- Group Presentations & Case Study Wrap Up
- PRACTICE TEST—Section 6
### SECTION 7. (Day 4 Morning)

#### Part 17. Case Study—Quantitative and Qualitative Analysis
- Quantitative and Qualitative Analysis
- Points to Remember about Quantitative and Qualitative Analysis
- Group Work on Case Study
- MORNING BREAK
- Group Presentations & Case Study Wrap Up

#### Part 18. Reconciliation and Consistency Issues
- Reconciliation
- Questions to Ask
- MORNING BREAK
- Re-evaluation
- Reconciliation Criteria
- Final Opinion of Value
- What Reconciliation Is Not
  - Summary—Conclusion of Value
- PRACTICE TEST—Section 7

#### Part 19. Exam Content Review
- Course Review & Q&A
- LUNCH

### SECTION 8. (Day 4 Afternoon)

#### Self-Study and Exam
- Self-Study & AFTERNOON BREAK
- Exam Preparation
- EXAM